



## Dr. Len Fromer

PRESIDENT OF HEALTHCARE INITIATIVES

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*Len Fromer oversees healthcare initiatives under the Turner Healthcare Facilities Fund. Prior to joining Turner Impact Capital, he was a practicing physician for over 28 years and later served as Executive Medical Director of the Group Practice Forum, a physician-led, care delivery consultancy.*

### **What is your role at Turner Impact Capital?**

Unlike other developers, my job is to do clinical diligence in addition to all the traditional roles of a financier and custom builder. That means ensuring that every healthcare facility we develop has a plan for offering exceptional value-based care. We've developed 20 facilities nationwide that will care for 56,000 low-income patients, including seniors, who might struggle to access any health care – let alone great care – beyond ER visits. The Turner Healthcare Facilities Fund connects quality providers with our capital and proven expertise to develop facilities and infrastructure needed to bring significant, sustainable health benefits to their communities.

### **What advantages does the value-based health care model provide?**

Too often, American health care payments rely on volume – how much care people receive – instead of value. That's a broken system producing mediocre results, rescuing patients when they're sick rather than going upstream to keep them well and prevent serious illness. We believe the remedy is to pay for the value of care, addressing the whole person. We want to leave behind the "tyranny of the urgent," in which providers respond to emergencies rather than keeping patients healthy in the first place. Not only is this best for patients; it also creates tremendous savings for our health care system.

### **How do you know that your health care partnerships are making a difference in the community?**

We see it in the data we track for our healthcare facilities: steep drops in ER and urgent care visits, hospital admissions and readmissions, lengths of stay. That all results from providing great primary-care access to help patients avoid urgent interventions. We also see it in communities. At the ribbon-cutting for our first facility, an elected official who grew up in the neighborhood was moved to tears by the presence of the clinic. He recalled having to travel many miles as a child to receive primary care at an ER. We're committed to putting those days to an end.

### **What's one thing you learned as a primary care doctor that applies to your current role, too?**

As a doctor, you learn that the secret of caring for a patient is caring about the patient. That applies equally to health care providers and to those of us providing them with great facilities. We care about communities in the same way that providers care about individual patients – we just work on a larger scale.